

CHEMIST & DRUGGIST

THE NEWSWEEKLY FOR PHARMACY

COUNTERPART
C&D WHITEHALL LABORATORIES ASSISTANT TRAINING

26 August 1995

**Wirral boosts NW's
DoH fund share**

**CD trader lands six-
year jail term**

**Ready to reap at
English Grains**

**Chemex 95: the last
show roundup**

**Fisons'
Wallis says
no to RPR's
£1.7bn bid**



**Pharmacia and Upjohn
in £13bn merger**

**Champing on the bit
for pharmacy**



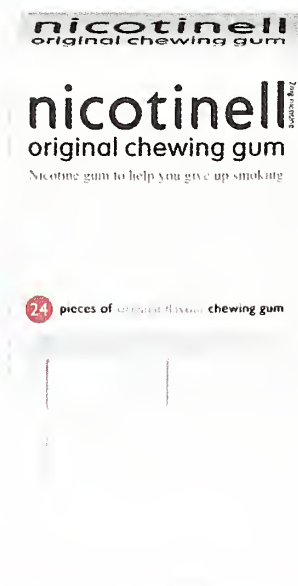
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WHITEHALL

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NIC 7/95

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ZYMA HEALTHCARE IS PART OF THE CIBA GROUP

This week, *Chemist & Druggist* received one of its shortest letters ever. On the subject of ibuprofen being made available as a GSL, Pharmaforce's sales director Ella Craig sent a one-liner from her boss: "Ask an expert. Ask your garage mechanic."

Last week Xrayser had rather more to say on the subject. No doubt both echo the thoughts of pharmacists throughout Great Britain on a Committee on Safety of Medicines' move to switch a single product from P to GSL using the Medicines (Pharmacy and General Sale Exemption) Order 1980 as the mechanism. This allowed the Galpharm cart to go before the consultation horse and to set a product precedent. Sure enough, Zyma and Crookes have announced their intention to get their product horses out of the stable and to market before the proverbial door can be shut.

The Royal Pharmaceutical Society has now met the Medicines Control Agency to express concern that, without prior consultation, it was able to classify as GSL a product containing a substance that was "essentially a prescription-only medicine". At its July meeting Council questioned the wisdom of allowing the uncontrolled sale of a substance known to have 'serious risks of side effects'. Pharmacists will have similar concerns, and so might people taking Galpharm with its on-pack warning "Don't take for more than 48 hours without consulting your doctor or pharmacist".

The Proprietary Association of Great Britain's fear is that the labelling of products switched by the Galpharm route gives the public mixed safety/warning messages if they compare these packs with their P ibuprofen counterparts.

Medicines are neither sweets nor foods and deserve respect. Mixed messages can confuse and could kill. The public deserves better.

CHEMIST & DRUGGIST

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Chemist & Druggist incorporating Retail Chemist & Pharmacy Update

Published Saturdays by
Miller Freeman Professional Ltd
Sovereign Way, Tonbridge, Kent TN9 1RW
Telephone: 01732 364422
Telex: 95132 MILFRE G
Fax: 01732 361534

Subscriptions: Home £108 per annum
Overseas & Eire £155 per annum
including postage
£2.25 per copy (postage extra).

Circulation and subscription: Royal
Sovereign House, Beresford Street,
London SE18 6BQ. Tel: 0181 855 7777

Refunds on cancelled subscriptions will only be provided at the publisher's discretion, unless specifically guaranteed within the terms of subscription offer.

The editorial photos used are courtesy of the suppliers whose products they feature.

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A United News & Media publication



CHEMIST & DRUGGIST

THE NEWSWEEKLY FOR PHARMACY

VOLUME 244 No 5998 136th YEAR OF PUBLICATION ISSN 0009-3033

North West gets more of the DoH prescribing fund 262

Wirral projects gets \$10,000 backing to bring NW share to \$151k

Maidenhead pharmacists gets six years for illegal CD supplies 263

Failure to keep records of supply key to conviction

Misconduct verdict over POM sales to 'mystery men' 264

RPSGB Statutory Committee reports

Regaine hits the OTC pharmacy market at \$24.95 268

Upjohn back launch with \$2million advertisement campaign

Coming shortly - Chemex 95 at Wembley 274

C&D previews the final exhibitors ready for the Show on September 2-3

Pharmacist tackles horse market 276

Out & about with David Coleman

English Grains reap a rich harvest 278

C&D interviews marketing director

Peter Hodgkiss

RPR question Fison's strategy after bid 281

No board support for, says Wallis

Upjohn and Pharmacia link to hit the top ten 281

\$13 billion deal brings cost savings and job cuts

On track for the millenium with Robert Gartside 288

Marianne Mac Donald is C&D's new Update Editor

REGULARS

News 262 Out & about 276

Pen portrait 265 Business news 281

Topical reflections 265 Advance information 281

Prescription specialities 266 Classified advertisements 282

Counterpoints 268 Business link 284

Chemex corner 274 About people 288

North West secures a further £40,000

Wirral Family Health Services Authorities has secured £40,000 from the Department of Health's £1 million prescribing fund, boosting the total secured by North West region to £151,500.

The Wirral project aims to "bring community pharmacists in to the centre of the primary care team as a focus for medicines management within the practice," says FHSA pharmaceutical advisor Clare Dutton. The FHSA has appointed six practice-based pharmacists, one for each locality, to offer prescribing advice and repeat prescription reviews one day a week to GP practices.

Interest in the project, both from GPs and community pharmacists, has exceeded the pilot's original intentions, and the FHSA is investigating the possibility of running a similar local project with monthly meetings between the two professions.

Projects have also been funded at Sefton and St Helens & Knowsley FHSA's.

The South West has also proved successful in the bidding stakes, with £40,000 obtained by Devon FHSA bringing the region's total to £138,000. The Devon scheme involves four pharmacists undertaking a brown bag medication review of

100 patients randomly selected by four GP practices. Patients must be aged over 60 and on at least five different drugs.

Pharmacists will have appointments with these patients, or domiciliary visits for those who cannot make it into the surgery, where they will record patients' understanding of their medicines, the amount of wastage or the need to refer to their GP.

Participating pharmacists will be paid a locum fee plus £100 per surgery session.

North Thames Region has obtained £103,000 from the DoH, including a £33,000 grant for Kensington, Chelsea & Westminster

Health Agency for formulary development. This has been supplemented by a further £10,000 from the Health Agency. Next month 10 pharmacists will begin monthly visits to 12 GP surgeries. This will continue for ten months, with pharmacists paid £180 per visit.

Leeds FHSA, the only funded bid in the Northern & Yorkshire region has obtained \$56,000 to set up 15 doctor-pharmacist partnerships where the pharmacist will offer specific therapeutic training depending on the practice's needs. Pharmacists will make one visit per month for six months.

Script 'saint' solicitor seeks OTC clarification

The solicitor for the Welsh pharmacist under investigation over privately dispensed FP10s has sought clarification over the legality of selling an OTC medicine off prescription.

Gwent pharmacist Allan Sharpe is being investigated for breaking regulation 3.1 of his NHS contract for treating the FP10 form as a private script, when the cost is cheaper to the patient. He argues this is the same principle as a pharmacist electing to sell an OTC medicine when the cost is less than the script fee.

His solicitor, Colin Harrison, points out: "I cannot see any difference between treating a prescription as private or OTC as the Regulations do not stipulate any difference between a Pharmacy and a Prescription Only medicine."

The benefit of Mr Sharpe's approach is to ensure records are kept, while those pharmacists who simply return the script to the patient and dispense the item OTC, have no means of checking the sale, he says.

Mr Harrison has written to Gwent Health Authority seeking clarification of this issue. The matter has now been referred to the Authority's chairman.

He has also written to the Royal Pharmaceutical Society. A spokesperson for the Society's Law department says: "whether it's a breach of contract is debatable".

DoH confirms expected ban on temazepam

Capsule form temazepam is expected to be blacklisted by the DoH next month, amid concerns that it is being injected by drug users.

Officials at the DoH said it was nearly certain that the capsules would be banned at the end of the consultation in September.

Labour MP, John McFall believes that the Government should go further and is planning

a Private Members Bill to reclassify temazepam from a Schedule 4 to Schedule 3 drug.

The College of Pharmacy Practice has endorsed the Labour MP's bill, calling for reclassification of tablets to Schedule 3 CD (no register).

The College has also called for serious consideration to be given to limiting the number of tablets and the number of days treat-

ment prescribed.

The Home Office says it is still considering whether to reschedule temazepam, as part of a package of measures to deal with the problem of abuse. No decision time scales can be given.

● A Commons Party group of MPs, chaired by Labour MP Paul Flynn, is to be set up in the autumn to push for a reform in the drugs laws.

Child snatch pharmacist freed on appeal

The Appeals Court has freed Denise Holland, the pharmacist who snatched her children from foster children.

On Tuesday, Mrs Holland was freed on probation, on the condition that she seeks psychiatric treatment. They heard that, despite successful treatment for her earlier manic depressive state, the illness had returned

since her imprisonment earlier in August (*C&D*, August 5, p172).

Denise Holland and her husband Graeme were jailed for 12 months and 18 months respectively earlier this month after a hearing at Lewes Crown Court. A family friend was also jailed but the sentence was halved to six months. Mr Holland's appeal was rejected.

Pharmacist bailed on firearms charges

The case against an Isle of Wight pharmacist, charged with carrying on a firearms business without being registered, has been adjourned to the end August.

Dennis Dorrington of DS and YE Dorrington, Yarmouth, was granted unconditional bail until August 31.

He was charged with being in possession of a self-loading rifle and failing to ensure correct security measures at Yarmouth between 1988 and 1994; making a false entry in the firearms register; failing to complete the recipient section in the firearms register after transfer of sale; and failing to enter firearms in his pos-

session in the firearms register.

He was also charged with carrying on a business as a firearms dealer without being registered at Yarmouth between 1989 and 1994, and selling a firearm without notifying the police between March 18, 1994 and November 25, 1994.

Mr Dorrington also faces a charge of failing to notify change of address as the holder of a firearms certificate, making a false statement for the purpose of renewal of a firearms certificate, and making a false statement for the purpose of procuring the variations of a firearms certificate.

Legal services warning on GLA scripts

Pharmacists must ensure they dispense licensed medicinal products against prescriptions for gamolenic acid or else risk being sued.

The Royal Pharmaceutical Society warns that patients could conceivably claim against the pharmacist if a food supplement was dispensed instead. But they would have to prove that their condition would have responded better to the licensed product than the food supplement and that they have suffered unnecessarily as a result, says RPSGB director of legal services Sue Sharpe.

The Society now recommends that prescriptions for any product available in both forms should be dispensed as the licensed variant.

● Efamol is supporting the women's health research charity WellBeing which studies pregnancy, cancer, pre-menstrual tension, period and the menopause.

Bottomley headed the Department of ill Health

The Department of Health is the sickest in all Whitehall and staff take almost twice as many sick days as the national average.

Figures released by Labour this week show that the Department of Health, headed then by Virginia Bottomley, lost 69,363 days during the year to April or 6.2 per cent of days worked.

Social security and employment were the next most afflicted by sickness; losing 5.3 and 1.8 per cent respectively of all days worked.

The national average, however, is 3.1 per cent, or 9.7 days a person in the public sector and 6.9 in the private sector. Whitehall averages around 11 days.

Labour employment spokesman, Ian McCartney claims that high levels of sickness absence are indicative of a demoralised organisation. "Perhaps it should come as no surprise that the worst levels of absence were the responsibility of Virginia Bottomley, Peter Lilley and Michael Portillo."



Illegal drug supplies land Bhandal in prison

A pharmacist who supplied drug addicts under the counter for cash, was jailed for six years last Wednesday.

Class A drugs with a street value of nearly \$6,000 passed through his Maidenhead shop without appearing in any records, Isleworth Crown Court heard during a trial last month (C&D July 29, p144).

"The clear inference is that they were sold unlawfully to addicts", said prosecutor Robert Spencer-Bernard.

The pharmacist at SB Dispensing Chemist, Sarbjit Singh Bhandal, was found guilty of five

charges of supplying Controlled Drugs and six of failing to make drug entries in the CD register, all between January and May last year.

Jailing him, Judge Anthony Durrant QC, said: "The persistent course of supplying aggravates the seriousness of the offences and also the fact that you supplied these drugs while you were a registered pharmacist. The courts have made it clear that they will deal severely with those who engage in this dangerous trade."

The drugs involved included methadone, Palfium and Diconal.

CPPE takes complementary option

The Centre for Pharmacy Postgraduate Education has produced a new distance learning package on complementary therapies, as a response to increasing consumer demand.

The seven hour course describes homoeopathy, herbalism, aromatherapy, Bach flower remedies and ethnic medicines

from the practitioner's perspective. The workbook is bolstered with an audio-tape comprising comments from patients and practitioners.

CPPE has introduced three other new distance learning packages and a new pharmaceutical products 1994-95 video and workbook.

Society reworks dispensing standards

The Royal Pharmaceutical Society has revised its standards for dispensing procedures, instituting three significant changes.

The new standards, which appear in the Society's Code of Ethics (Standards of good professional practice) require pharmacists to ensure that a dispensed product will still be in date at the end of the treatment period, except where this is not predictable.

Other significant changes include a requirement to dispense liquid oral preparations in child resistant containers and for the pharmacist, wherever possible, to counsel patients so they can gain maximum benefit from their medicines.

Other members of staff may, if deemed appropriate, offer counselling but they should make clear that the pharmacist is available.

The October edition of Medicines, Ethics and Practice: A guide for pharmacist, which will contain the revised dispensing standards, will also contain the revised continuing education requirement that all pharmacists address rather than cover all core and relevant sectoral syllabus every 5-8 years.

Counterpart insert brings assistants up to speed on pain

With this issue is the second training module from C&D and Whitehall Laboratories designed to help assistants meet RPSGB training standards set for July '96.

This aches and pains module follows last week's Pharmacists's Briefing on the subject. Subscribers can get further copies from Whitehall Laboratories sales force as well as the first module on Summer Healthcare.

Staff wanting to register for interactive marking should contact Claire Newman on 01732 364122 ext 2462 - the cost is \$12.50 plus Vat per head.

Conference help

The Pharmaceutical Advisors Group is also involved in organising the forthcoming conference on 'How pharmacists will work with the new HAS' (C&D, August 19, p233).

PPA audit

Staff costs at the PPA totalled £29.8 million, says the NHS (England) summarised accounts 1993-94. Ten senior employees were paid between £30,000 and £39,999, one £40,000-£49,000 and two £50,000-£59,000. Premises, plant and equipment came to £2.8 million. Excess of payments over receipts from the DoH was £3.

OTC at the GP?

The Cheshire Federation of Women's Institutes is using the July Journal of the Dispensing Doctors Association to poll whether patients of dispensing doctors would like to see OTC drugs available from their GP. If there is support, the WI will use the results to lobby for regulatory change.

What is migraine?

The Migraine Trust is supporting migraine awareness week, September 4-10, with a new booklet for younger sufferers, 'What is migraine?'. A telephone helpline will also be open until mid September. Tel: 01543 492192

Drug offences up

Sentences for drug offences in all courts rose almost five per cent to an estimated 27,500 cases, according to the Home Office.

Misconduct verdict for a man who was 'helping the Kurds'

A pharmacist who claimed Prescription Only drugs he sold to two mystery men were for supply to struggling Kurds, has been found guilty of misconduct by the Royal Pharmaceutical Society's Statutory Committee.

Antoine Geday, of College Close, Harrow Wealds, Harrow, was found guilty of failing to exercise a proper control over the drugs.

Josselyn Hill, for the Society, told the Committee how Mr Geday admitted handing over products, including 200-300 Adalat and Isordil, and 500-1,000

Zantac and Aldomet, to two unknown men, on four or five occasions.

He thought the drugs were being exported to Iraq and that supplying them, he would be helping the Kurds. He knew he had not been presented with valid prescriptions, said Mr Hill. Mr Geday understood that a courier came to the UK and Germany with prescriptions from Iraq to buy the medicines.

Mr Geday said: "The unknown men gave the names of three hospitals, I checked them with other Kurdish people and they said

they did exist."

He told the hearing the Law Society and the Society's law department had given him the go-ahead for the transaction, which amounted to \$195.

Finding Mr Geday guilty of misconduct, chairman Gary Flather said the Committee "was not satisfied that the transactions were for the benefit of Kurdish people."

"This Committee was appalled by the record keeping and although there is misconduct, it is not to the extent he is unfit to remain on the Register."

Dispensing of charity stock raises spectre of misconduct

The Statutory Committee of the Royal Pharmaceutical Society has adjourned hearing the case of a Solihull pharmacist who was dispensing medication donated to the sick and needy in Poland.

When inspectors questioned Roy Lane as to why the antibiotics were in his pharmacy at 101B Hobbs Moat Road, he insisted that he intended to send them to Bosnia. They had been donated by the Wellcome Foundation to a registered charity, Brit/Pol Health Care Foundation.

Josselyn Hill told the Committee that an inspector's unexpected visit on February 18, 1994, found a quantity of inadequately labelled stock.

Mr Lane subsequently confirmed that some of the stock was not labelled. When asked whether staff had been told not to dispense the stock, he said it was intended for Bosnia but had been inadvertently moved.

He said the medicine's packaging had been damaged and was being re-packaged.

Explaining his possession of the stock, Mr Lane said that when a van he had supplied to the charity for transporting goods to Poland was returned, the medicines were in it - so he decided to send them to Bosnia.

Mr Lane had explained that he had agreed to give an aid worker the drugs to take to Bosnia. However, when interviewed, the man claimed he had never been contacted by Mr Lane about any donation to the Bosnian cause.

The inspector found that some of the inadequately labelled drugs had been dispensed.

Locum pharmacists confirmed that similar bottles were on the shelves and that they had been used for dispensing and they had not been told by Mr Lane not to use them.

Mr Lane has since sold his pharmacy and a police investigation is being made into the activities of the charity representative of Brit/Pol, although it is not believed that any charges have yet been brought.

Mr Lane denied that the method by which the stock came to be in his possession, the re-packaging, the inadequate labelling and the possession of the stock which could have been dispensed, amounted to professional misconduct.

No restoration for newly-qualified addict

A newly-qualified pharmacist who became addicted to drugs while a student, raided various pharmacies of their cocaine stocks, the Royal Pharmaceutical Society's Statutory Committee heard last week.

After registering in August 1993, Toby Hale, of Saxon Road, Hastings, immediately began stealing the drug from the pharmacies where he worked, replacing it with ascorbic acid.

Josselyn Hill, for the Society, said of Mr Hale: "He worked as a locum in various Kent and Sussex pharmacies. In May 1994 he was admitted to hospital where he told doctors he had stolen cocaine and dextrodine from Controlled Drugs cabinets and consumed it himself. He told doctors

he made up the missing cocaine by substituting ascorbic acid in the containers."

He was reported to the police and on July 22 last year received a formal police caution after admitting stealing cocaine powder and dextrodine tablets from five pharmacies between August 1, 1993 and January 30, 1994. None of the pharmacists dispensed the drug after he had adulterated their supplies.

Mr Hale told the Committee: "After qualifying, I became addicted to cocaine and I was drinking heavily as well. I am quite ashamed of my actions and I would like to apologise."

He said he intended to carry on attending an addiction clinic and hoped to do a 'return to practice'

course so he could make a reasonable bid for restoration.

Joe Mee, co-ordinator of the Impaired Pharmacists Scheme, confirmed that Mr Hale was attending a clinic specialising in addiction amongst professionals. He first saw Mr Hale in July 1994, when doctors treated him for acute drug-induced depression.

Noting the seriousness of the matter, Committee chairman Gary Flather announced that Mr Hale, who is not currently registered having failed to pay his fees, "shall not be restored until the Committee otherwise directs."

He called for education, training and awareness in relation to drugs for newly-qualified pharmacists.

Ex-Lloyds manager's bid to be restored meets with scepticism

A pharmacy manager caught with his fingers in the till and later jailed, failed in a bid to return to practice last week.

Kiritkumar Patel of Pinner Road, Harrow, helped himself to over \$1,000 while manager of Lloyds Chemist, in Croxley Green, Rickmansworth, in 1990.

On February 7, 1991, at St. Albans Crown Court, he pleaded guilty and was sentenced to six months imprisonment for theft and false accounting. The court also ordered him to pay \$1,113.18 compensation to Lloyds and \$240 costs.

He was released in May and

returned to pharmacy before eventually being struck off on June 25, 1993 by the Statutory Committee of the Royal Pharmaceutical Society.

The Committee rejected Mr Patel's application for restoration to the Register. Chairman Gary Flather said "We have trouble with Mr Patel's genuineness, whatever he may express on the surface."

The Committee indicated it may look more favourably on a similar application in five months time, on the condition Mr Patel attends one of the official 'return to practice' courses.

Veteran restored

A veteran pharmacist has been restored to the Register almost 20 years after being struck off for non-payment of fees.

John Andrew, 65, of Bexley, Kent, was convicted of selling medicines without supervision at Woolwich Magistrates Court in 1974. The pharmacy, of which he was superintendent, was back in court in 1975 for similar offences.

Mr Andrew appeared before the Statutory Committee but his case was twice adjourned. In May 1976, he was struck off for non payment of fees.

Mr Andrew told last week's hearing that he had attended a return to practice course. Committee chairman Gary Flather told Mr Andrew, "We have confidence in you to know the limits of your own renaissance."

PHARMACY PEN PORTRAIT

Alison Sparkes



● **Qualified** in 1984 after graduating from Leicester Polytechnic and undertaking pre-reg year at Llandugh Hospital near Cardiff.

● **Career** Brief attempt at a PhD followed by a spell of locuming in Leicester and Neath and Ystradgynlais in Wales. In 1985 Alison became pharmacy manager at John Davies Chemist, Ystalyfera, which she bought three years later and renamed Wern Pharmacy. In 1992 Alison bought her second pharmacy in Neath, the town where she grew up, from Derek Fisher and renamed it Melin Pharmacy.

● **Committees** LPC member since 1994.

● **Projects** West Glamorgan health promotion scheme and domiciliary scheme; needle exchange; audit project carried out with the Welsh Committee for Postgraduate Pharmaceutical Education; healthy eating campaign with local leisure centre.

● **Interests** President of Ystalyfera cricket club; looking after her three Balinese cats; swimming; wine-tasting; playing a variety of musical instruments including the saxophone, violin and piano.

● **Outlook on life** She believes in trying everything once. "I'm artistically-based but ended up in science to get a job." If she had to switch from pharmacy Alison says she would become a restaurateur because of her love for food and wine.

● **Pharmacy philosophy** Alison believes the pharmacist's role is undervalued. "I hate medicines being sold in supermarkets. It's my pet hate. The pharmacist is ideally placed to give advice." She is also a believer in independent pharmacy "There are times when an old-fashioned service and a caring attitude will win the day."

Nice try, but where's the money?

A probable first in computerised counter counselling and prescribing called the Counter Care Pharmacy System is being developed by VTH Information Systems to enable pharmacists and their assistants to systematically apply sales protocols to all requests for OTC medicines (C&D August 19 p232). But as with all new and innovative products, particularly with a price tag of nearly £1,000, scepticism will remain high until worth has been proved.

The principle is obviously sound, and has been researched and used in medicine for many years, but to conduct a cross referencing computer search for each customer as they request either an OTC medicine or advice will surely involve such an exorbitant amount of time for data capture and explanations that few will be prepared to co-operate. And even if customer agreement could be achieved, I cannot envisage how, with our present profit structure of approximately 33 per cent return for each low cost sale, sufficient extra sales could be generated to pay for the system and the possible extra staff needed for its operation.

However, the concept itself is very exciting because with the now inevitable move to OP dispensing and the continued pressure on NHS remuneration, community pharmacists have to establish new horizons. Too much emphasis on our expanding role in the community runs the risk of minimising our core role as the experts on medicines in the high street, but it is here that our future still lies. Dedicated pharmacists presently exist in every high street but their potential for achieving real improvements in the health of the nation can only be realised when both industry and government accept that they deserve a professional remuneration commensurate with that responsibility.

If medicine sales protocols are to make their proper contribution to patient care then the disciplines and accuracy of computer systems

Topical Reflections

like the Counter Care Pharmacy System, will soon become essential. But their introduction will be indefinitely delayed while the present profit levels achieved from OTC medicine sales and advice remains so woefully inadequate.

There's methadone mixture ... and methadone mixture

I wonder how much of the present furore over the taste of methadone mixture is a storm in a tea cup and how much is the inevitability of Martindale Pharmaceuticals attempting to protect its own

markets.

When Martindale was the principle supplier of methadone mixture, there was no problem; but then other manufacturers, seeing the potential in this expanding market, introduced their own products at a more competitive price and the problems started. I provide supplies to a number of addicts and when I switched from Martindale to an alternative supplier one of these clients complained about the taste with the remainder making no comment. I had assumed that all formulations would be similar but the amount of recent press activity and my one objecting client has confirmed otherwise.

I am sure the actual activity of all the formulations is the same but Martindale is now making great play on these complaints and has established from the Department of Health that if Martindale is specified on the prescription then this becomes a proprietary and no other manufacturers' product shall be supplied. Although this interpretation is perfectly reasonable - and I agree with Martindale that the practice by some wholesalers of automatic switching of orders to another manufacturer cannot be condoned - the whole problem would be much more easily remedied by the establishment of a BNF formulation. All prescriptions could then be written generically and the price would become a function of the free market in exactly the same way as for all other generic drugs.

In protecting its own interest by trying to 'brand' its product, Martindale runs the risk of alienating community pharmacists with the threat of competing brands filling to overflowing the limited capacity of the CD cabinets.



MEDICALmatters

SCRIPT SPECIALS

Sandostatin ampoules

A change has been made to the appearance of Sandostatin (octreotide) ampoules which affects the way they are opened. Previously, the ampoules had a continuous ring at the snapping point so the ampoules could be opened in any direction. Now the ampoules have a small etch at the breaking point of the ampoule together with a blue spot at the top of the ampoule.

Sandoz Pharmaceuticals (UK) Ltd.
Tel: 01276 692255.

Preloaded pen shortage

Novo Nordisk Pharmaceuticals says that Human Mixtard 30 Pen and Human Insulatard Pen are temporarily in short supply due to an unprecedented rise in demand. Emergency stocks can be obtained by contacting the sales department at the company. **Novo Nordisk Pharmaceuticals Ltd. Tel: 01293 613555**

Martindale Methadone

Following consultation with the Department of Health, Martindale Pharmaceuticals has decided to market its oral liquid methadone presentation as a proprietary product under the name Martindale Methadone Mixture DTF. The formulation, price and presentation are unchanged. **Martindale Pharmaceuticals. Tel: 01708 386660.**

Psoradrate 0.2 per cent

Procter & Gamble Pharmaceuticals has discontinued Psoradrate cream 0.2 per cent (dithranol 0.2 per cent w/w), in both the 30g and 100g sizes, with immediate effect.

Procter & Gamble Pharmaceuticals UK Ltd. Tel: 01784 495050.

Micral-Test II

Micral-Test II is an improved test for microralbuminuria in people with diabetes. It provides a specific semi-quantitative estimate of albumin concentration at the lowest clinically significant level of 10mg/ml. It is available in packs of 30 (£34.15 + VAT) or 12 (£15.60 + VAT) strips.

Boehringer Mannheim UK (Diagnostics & Biochemicals) Ltd. Tel: 01273 480444.

Pregnant smokers die earlier

Health messages relating to smoking during pregnancy usually focus on the effects on the unborn child. However, a 28-year follow-up of almost 12,000 Finnish women has found that the risk of death in women who smoked during pregnancy was higher than the average for female smokers and 2.3 times that for non-smokers.

The excess mortality was found in disease groups usually considered to be related to smoking, such as respiratory and oesophageal cancer and cardiovascular diseases, as well as

from accidents and suicides.

The smoking habits were only known for the time of pregnancy and the previous year but no information was available about cessation rates of commencement rates after this period.

The prevalence of smoking in this study was low at 15 per cent, (compared with the figure of about 40 per cent commonly found in Great Britain and the United States in the 1960s). The authors suggest that when prevalence is low, either as a result of effective health education or for more traditional reasons, those

who start smoking are seen as 'deviants'. Therefore, smokers may have formed a group in which risk taking was more common, health consciousness less common and life more stressful.

The authors suggest that either women who smoke in pregnancy become very heavy smokers, few of whom stop, or their life is more stressful, with many unhealthy habits which increase the risk of an early death. If this is so, health education or legal restrictions on smoking alone will not lead to pregnant women giving up smoking.

Colonic strictures in cystic fibrosis linked to capsule coating

A copolymer found in the enteric coating of some pancreatic enzyme capsules could be the key factor in the development of bowel strictures in cystic fibrosis patients, suggests Dick van Velzen professor of foetal and infant pathology at Liverpool University, writing in a letter to *The Lancet*.

In 1993 the Committee on Safety of Medicines recommended that cystic fibrosis patients should switch to low-strength pancreatic enzymes as they had been linked to fibrosing colonopathy. However two recent cases involved patients receiving treatment with high doses of a low strength preparation (Nutrizym GR) which has an enteric coating that includes methacrylic acid copolymer. The high-strength enzyme preparations Pancrease HL, Nutrizym 22 and Panzytrat 25,000, previously found to be associated with the condition also use the same copolymer in their coatings.

Professor van Velzen reports that, to date, no association has been found between fibrosing colonopathy and products such as Creon, Pancrease, and Pancrex V, which do not contain methacrylic acid copolymer.

His major concern is that following CSM advice, children have been receiving high dosages of low-strength enzyme preparations.

No tar better than low tar

Far more heart attacks could be prevented by not smoking than by changing from one type of cigarette to another to reduce the tar levels, advises a report in the *British Medical Journal*.

Researchers sent a postal questionnaire to 13,926 survivors of myocardial infarction and 32,389 of their relatives who acted as controls.

The rates of myocardial infarctions in the 30-49 age-group were about five times higher for smokers as non-smokers. At ages 50-59 the rates for smokers were three times that of non-smokers and even at ages 60-79 they were twice as high for smokers.

The risk seemed to be slightly higher with medium tar than low tar cigarettes but this was not

definite and the difference in risk between smokers and non-smokers was much greater than any difference between types of cigarettes.

The limit of 12mg/cigarette on tar yields that is now being introduced in the European Union should help limit the number of premature deaths from tobacco, unless governments or smokers come to regard reductions in tar yields as a substitute for smoking cessation, comment the authors of the report.

The most important message of the study is that irrespective of whether low or medium tar cigarettes are used, about three quarters of the smokers who have a heart attack in their 30s, 40s or 50s need not have done so.

US bites the bullet on nicotine

The US government has clashed head-on with the tobacco industry by allowing the drug regulatory authorities to declare nicotine an addictive drug.

However, whether the administration will make any proposed regulations stick remains to be seen. Although the scientific case supporting nicotine's ability to produce dependency appears proven, the legality of the move has already been challenged by the tobacco industry.

The Food & Drug Administration has the right to control single chemical entities, but the attempt to regulate socially

ingrained habits like smoking may well be stretching its jurisdiction.

Aware that the political fall-out could be considerable, President Clinton has proposed a 90-day consultation period, during which he hopes Congress might come up with a compromise package.

The President wants to halve the number of teenage smokers within seven years. He also wants the tobacco firms to cough up \$150 million for an educational campaign targeted at children, ban sports sponsorship and cigarette vending machines.



New Mycil Gold Clotrimazole. For use on all seven feet.



Now there's a Mycil that can be used on every foot of your body. Mycil Gold Clotrimazole is an antifungal cream for persistent cases of athlete's foot as well as a broad range of other fungal infections.

At £2.99 for a 20g tube, it's what your customers have been itching for.



Regaine now available OTC

application) directly onto the affected area of the scalp. The hair should be clean and dry and the solution must be allowed to dry naturally. There should be an interval of at least 12

hours between application and if the hair has been shampooed the patient should wait an hour before applying the solution.

A 60ml pack, which is sufficient for 30 days treatment, retails at £24.95 (resulting in a POS of 33 per cent).

Upjohn says twice-daily application usually leads to a reduction in hair loss four to six weeks after the start of treatment. The product must be used twice-daily for at least four months

before any signs of hair regrowth can be expected. If a patient stops using Regaine, within three to four months, scalp hair will return to its original state prior to starting treatment.

Regaine is most effective where the patient has been losing hair for less than ten years and where the balding area is less than 10cm in diameter and is still 'hairy'. As absorption through the scalp is very low, Regaine is unlikely to have any effect on blood pressure rates. However any change or break in the skin of the scalp is likely to increase absorption rates and the company recommends that anyone with existing hypertension using Regaine should be monitored by their GP.

Upjohn says the launch of Regaine offers 'huge potential' to pharmacists as "it is chronic therapy and an entirely new market

sector". Separate training packs have been produced for pharmacists and assistants as well as point of sale material in the black and gold livery of the brand. A £2 million press advertising campaign will include space in men's magazines.

Alopecia androgenetica, often referred to as 'male pattern baldness' is the most common cause of hair loss. It affects 7.4 million men in the UK, and despite its name also affects 1.8 million women. Several trials have been carried out to assess the efficacy of Regaine, involving both men and women. Results from the largest study, involving more than 3000 patients aged 18-49, found that after one year hair loss had stopped in as many as 84.2% of the patients, while 36.8% of patients achieved hair regrowth. **Upjohn Ltd. Tel: 01293 531133.**

Regaine
Topical Solution (minoxidil) 2 per cent, the only product licensed to slow hair loss and encourage regrowth, is now available OTC from pharmacists. It has been available in the UK as a prescription only medicine since 1988 and was granted a P licence at the end of 1994.

Regaine is a liquid which should be applied twice daily (1ml per



New look Nurses from SB

Smithkline Beecham has given its Night Nurse and Day Nurse range a new look for the winter.

The new, brighter packaging has been designed to give on-shelf visual impact and to highlight the fact that the day and night variants are part of a range. The packs are also more

consumer-friendly with clearly-labelled indications.

The relaunch in September is being supported by a £2 million TV advertising campaign and winter display merchandising. **Smithkline Beecham Consumer Healthcare UK. Tel: 0181 560 5151.**

First emollient aerosol spray

Dermamist from Yamanouchi Pharma is the first emollient aerosol spray. The spray, containing white soft paraffin (10 per cent), liquid paraffin and fractionated coconut oil, is indicated for the treatment of dry skin conditions including eczema, ichthyosis and pruritus of the elderly.

The manufacturer recommends using the spray after a bath or shower, of not more than

ten minutes, to obtain maximum benefit from the emollient. Patients should avoid inhalation of Dermamist and only use it in a ventilated area.

Dermamist is available in a 250ml aerosol can which is CFC-free and ozone friendly. It is available on prescription (basic NHS price, \$9.60) or over the counter as a P product (retail price \$16.92).

Yamanouchi Pharma Ltd. Tel: 01932 345535.

Typharm top up with advertising

Typharm is offering retailers bonus deals on its products, to coincide with national consumer advertising.

Nunmark customers will get a 12 as ten deal on Golden Eye Ointment

and a 12 for nine offer on Golden Eye drops and Veracur Gel during October. AAH customers will get the same benefits in November. **Typharm Limited. Tel: 01202 666626.**



Pharmaton bursts into life

Windsor Healthcare has produced a new Pharmaton Capsules booklet to answer consumer queries on vitamins, minerals and healthy living.

Available free to health professionals, the 14-page 'Live Life to the Full' booklet also details the purified ginseng extract which is central to the product.

For free copies of the publication, pharmacists should contact the company's information line.

Windsor Healthcare Ltd. Tel: 01344 741336.

Numark September offers

Numark own-brand promotions for September includes vitamins, pastilles and Micropore. In vitamins, shareholders will find a further 17.5 per cent off the trade price. There will also be up to 10 per cent off the normal trade price of facial cotton wool products, giving a POR of 40 per cent on some products. Branded goods on offer include Sure Anti-Perspirant, Calpol Sugar Free Infant Suspension, Bodyform Invisible Super 12s and Kodak films. **Numark Ltd. Tel: 01827 69269.**

PERFECT PACKAGE



- Lennon Pharmaceuticals' individually blistered calendar packs contain full patient information leaflets to comply with European Directive 92/27/EEC.
- Lennon calendar packs only take a minute to dispense, saving you time.
- Lennon individual packaging helps build patient loyalty.
- With Lennon Pharmaceuticals you get exactly what you order including daily deliveries.
- Lennon Pharmaceuticals provide a quality range at competitive prices – a perfect package.

Call our Helpline on **01484 608886** for an explanatory booklet on the EC Directive.

LENNON
PHARMACEUTICALS

BECAUSE YOUR TIME IS INDISPENSABLE

Men - shape up with Braun



This October, Braun launches the first hair dryer specifically for men.

Control Shaper (\$29.95) has a pivoting brush head system which is designed for shorter styles or for a controlled sweptback look.

The brush head tilts as it is combed through the hair to ensure an optimum drying angle and the warm air directed through the crossed bristle brush head which helps grip the hair.

●Braun is also launching a new dry shaver system, Braun Flex Integral. Protected by 23 patents, the shaver was introduced to the

trade at this year's Domoteknia show in February. Its main USP is its Triple Shaving System which entails a first foil for the removal of short hairs, an integrated cutter for problem hairs and a second foil for a smooth finish. The top of the range model (Braun Flex Integral 5550 Mains/Rechargeable) retails at \$119 with a standard mains model (5015) retailing at \$49.99.

To promote the Flex Integral range introduction, Braun is offering all purchasers a 30 Day Money Back Guarantee.

Braun (UK) Ltd. Tel: 01932 785611.



A Sure thing from Elida Gibbs

Elida Gibbs is relaunching its Sure Sensitive deodorant brand with a new roll-on and new packaging.

The new big ball roll-on already features in the Sure 24 Hour Intensive line-up. It will retail at \$1.39 and comes in the original aerosol variants.

Packaging has been given a more modern look: the white background has been replaced with a faint colour coding strip.

The new Sensitive range is to be supported by a \$1.5 million TV advertising campaign. **Elida Gibbs Ltd. Tel: 0171 486 1200.**

Sensitive Synergie cleansing

Synergie's concept of the alliance of science with nature continues with the launch of two new products: Synergie Ultra Gentle Cleansing Milk with Fructo-Vitamin and Synergie Soothing Fresh Tonic with Fructo-Vitamin. The Fructo-Vitamin component comprises: vitamin E and vitamin B5 with a combination of fruit extracts, including blackcurrant and apricot. Each product retails at £3.19 for 200ml. **Laboratoires Garnier. Tel: 0171 937 5454.**

Kissing with confidence

In November Cutex is introducing a new Lip Care Programme.

Comprising three products - Moisture Balance Lip Base, Colour Seal Lip Coat and Lasting Shine Lip Gloss - all products retail at \$3.49.

And with every purchase of the new lip products, Cutex will be giving away a trial size Aqua Moist Lipstick in two of the brand's best selling shades. **Rimmel International Ltd. Tel: 01233 625076.**

More no more tears for Johnson's Baby Shampoo

Johnson's No More Tears Baby Shampoo is featuring in the brand's latest television assault. The commercial will run

nationally and on satellite until September, reinforcing consumer emotional ties with the brand.

●J&J has also spent \$1.5 million on Baby Skincare Wipes this year. **Johnson & Johnson Ltd. Tel: 01628 822222.**

Christmas treats from Prestige & Collections

There is a wide variety of Christmas gift sets on offer to the chemist trade from the Prestige & Collections stable.

For women, in the Acqua di Gio fragrance, there is a bath and body collection which comprises a 50ml edt with a 50ml tube of body lotion and a 50ml tube of hair and body shampoo. It retails at \$25 and is on counter from 2 October.

A Christmas set in the Paloma Picasso fragrance is presented in a red gift box and comprises a 30ml edt spray, a 50ml shower cream tube, a 50ml body lotion and a 50ml body cream. It retails at \$29.95 and is on counter from 23 October.

The Safari Christmas Collection is presented in a crimson box with a bronze motif and is secured with a tasselled cord. All products within it are packaged in cut glass jars and bottles. These are: a 75ml eau de parfum spray, a 50g body cream, a 50g body

shampoo and a 4ml perfume. It will retail at \$40 and be on counter from 23 October.

The Gio Milano Collection comprises a 50ml edt spray, a 5ml perfume, a 50g soap, a 50ml deo spray, a 50ml body cream and a 50ml bath and shower gel. It will retail at \$37.50 and is on counter from 30 October.

In November, Loulou Blue is serving up a techno-treat with a 'techno-kit' retailing at \$14.95: comprising a 35ml edt spray, a 50ml body lotion and six bath pearls.

For men, a Safari grooming collection (\$37.50) is available from 9 October. It comprises a 125ml edt spray, a 50ml after shave relief balm, a 50ml hair shampoo and conditioner and a razor.

In the Armani fragrance, a collection of miniatures is available from 30 October. The Eau Pour Homme Milano Collection (\$25) comprises: 75ml eau de

toilette, 50ml after shave balm, a 50ml shampoo, a 50ml body spray and a 50g soap.

In the latest Ralph Lauren fragrance, Polo Sport, a workout set will be available from 13 November. It comprises a 75ml edt spray, a 28g deo stick, a 50g face and body sports cream and a 75g face and body soap. It will retail at \$23.50.

A collection of miniature Lauren fragrances will be on counter from the same date. It will retail at \$25 and contains a 15ml size of Polo edt and Polo Crest edt and two 11ml sizes of Safari for Men and Polo Sport.

Finally in the run up to Christmas, a Polo Roller Bag (travel bag on wheels) will be a gift with purchase when a 118ml edt or aftershave is purchased. The offer will go on counter from 20 November.

Prestige & Collections Ltd. Tel: 0181 979 6699.



Dandruff control from Garnier

The latest addition to Laboratoires Garnier's Nutralia range - the first since the brand's change of spelling - is Garnier Nutralia Dermo Protection Dandruff Shampoo & Conditioner 2-in-1.

The brand was forced to change its spelling following a trademark action brought against it by Johnson & Johnson (C&D, 24 June p1011).

The shampoo (£1.99 for 250ml) uses Octopirox as its anti-dandruff ingredient and will be available from September.

Trial sizes (50ml) will be available for two months retailing at £0.59. **Laboratoires Garnier. Tel: 0171 937 5454.**



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Telephone: (01705) 219900 Fax: (01705) 219222



**Chemist
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Limited**

A division of Food Brokers Limited

Ceuta additions

Ceuta Healthcare has taken on board two new products for distribution: Kings of Shaves shaving oil and the De Vere Aloe Vera range.

Ceuta Healthcare. Tel: 01202 780558.

Paramol 24s

Seton Healthcare is extending its Paramol Tablets range with the introduction of a pack of 24. This will retail at £3.69. Seton is also running a range of bonus deals throughout September.

Seton Healthcare Group plc. Tel: 0161 652 2222.

Huggie nites

Kimberly-Clark has added Huggies Pull-Ups Dry Nites to its disposable pants range. Suitable for children weighing 20-30kgs/45-65lbs, a £4.99 pack contains 12 pairs of pants.

Kimberly-Clark. Tel: 01622 616000.

Radio baba

Clearblue One Step is being supported with a three-month national radio advertising campaign featuring actors Caroline Quentin, Lindsay Duncan, James Bolam and Jimmy Mulville in two executions.

Unipath Ltd. Tel: 01234 347161.

Chemex plus

C&D readers are set for a Herbalforce bonus at Chemex. The company (on stand J11) is offering a discount of £5 on orders of £150 and over, comprising at least two product lines. To qualify, show a copy of this issue when you book your orders at the stand.

Herbalforce Natural Products Ltd. Tel: 01666 505025.

Carex promo

Cussons' antibacterial handwash Carex will benefit from price promotions on both the standard and refill packs during October and November. The company claims the product has taken brand leadership in the liquid soap market.

Cussons (UK) Ltd. Tel: 0161 792 6111.

Eylure - blinking good value

In October, Eylure is introducing a new range of false eyelashes which are smaller than regular lashes.

Being smaller, Eye Catchers are cut and

shaped to give a widening and opening effect by increasing eyelash fullness at the outer corners.

Available in one neutral shade of



black/brown and four variations of fullness, they retail at \$3.95.

To support the launch, retailers with the Eylure

Moneyspinner stand will receive six of each of the four variants in a special POS unit with a header card and 50 'Top Secret' Eye Catchers consumer leaflets which give information about the lashes and how they work.

Other retailers will receive 24 lashes, 50 leaflets and a leaflet holder. There will be a launch offer of 24 for the price of 18.

Original Additions (Beauty Products) Ltd. Tel: 0181 573 9907.

Tampax targets teens through secondary schools

Tambrands is to launch the Tampax Teen Week this autumn.

Secondary schools will be sent the Teen Week information packs comprising posters, stickers and information

leaflets. These have been produced in conjunction with *Just Seventeen's* agony aunt and uncle and cover the problems of adolescence, such as periods and moodiness. Pupils aged 11-16 can

win cash prizes for themselves and their school. The initiative is being supported with a press and radio PR campaign.

Tambrands Ltd. Tel: 01705 442000.



Dinosaur care from Curad

Dinosaurs offer the colourful answer to children's bumps and grazes in the Curad First Aid Kit for Kids.

The Kit contains Curad's kid-size dinosaur plasters, dinosaur ice

pack, Germolene Antiseptic Wipes and Cream and a first aid leaflet. The plasters promise 'ouch-less' removal. The kit retails at \$4.99.

The Kendall Company (UK) Ltd. Tel: 01256 708033.

Bourjois bonus

Bourjois is running a promotion in September called 'Les Essentiels' - consumers will receive a free black Kohl pencil (worth \$2.75) with any two purchases.

The promotion runs until 24 October.

The company is starting a new ad campaign on the outside

of London buses throughout September and October. There are two executions: the September focus is Bourjois Blushers, with Brillantissimo Lipsticks coming to the fore in October. Both are accompanied by the tag line, 'A touch of difference'.

Bourjois Ltd. Tel: 0171 287 3051.

Yuletide Cacharel

There are six Christmas offerings from Cacharel this year.

In its Anais Anais fragrance, there are two coffrets. Available from October, one retails at £19.95 and comprises a 30ml eau de toilette spray and a 100g soap; and the other retails at £25 for a 50ml eau de toilette spray, 100g soap, 50ml body lotion and a Royal Doulton crystal bowl.

Two sets at the same price points will also be available at the same time in the Loulou fragrance with similar coffret combinations.

In the Eden fragrance (and again at the same price points) there is a 30ml eau de parfum a soap set (at £19.95) and an eau de parfum 50ml, 50ml body lotion, 100g soap and an Eden leaf green resin soap dish set (at £25).

Prestige & Collections Ltd. Tel: 0181 979 6699.

ON TV NEXT WEEK

Anadin Extra: All areas

Beckmann Stain Devils: GMTBV

Colgate Total: All areas

Colgate Total Toothbrush: All areas

Colour Direct: GTV, STV, B

Dove Bar: All areas

Fujicolor Super G Film: All areas

Imperial Leather Extra Care: All areas

Mariana Depilatory Range: GMTV

Matey Bubble Bath: C4, Satellite

Nivea Body Care: All areas

Nurofen: All areas

Nytol One-A-Night: All areas except LWT & GMTV

Oz Descaler: GMTV

Palmolive 2-in-1 Range: All areas

Poli-Grip Fresh: All areas

Slim Fast: All areas

Tagamet Dual Action Liquid: All areas

The Wrigley Company: All areas

Wella Liquid Hair: All areas except A, CTV, LWT, GMTV

Wisdom Contour: All areas

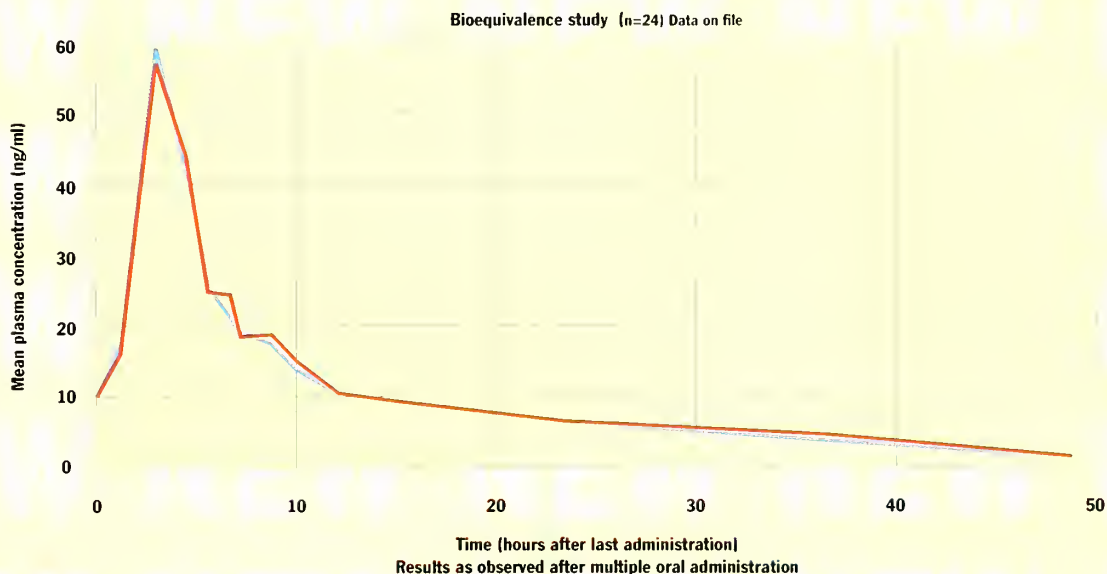
GTV Grampian, **B** Border, **BSkyB** British Sky Broadcasting, **C** Central, **CTV** Channel Islands, **LWT** London Weekend, **C4** Channel 4, **U** Ulster, **G** Granada, **A** Anglia, **CAR** Carlton, **GMTV** Breakfast Television, **STV** Scotland (central), **Y** Yorkshire, **HTV** Wales & West, **M** Meridian, **TT** Tyne Tees, **W** Westcountry

HYPOLAR* RETARD 20

nifedipine

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ESSENTIALLY SIMILAR - COMPETITIVELY PRICED



 Hypolar Retard 20mg tablets

 Brand leader nifedipine retard 20 mg tablets

56 TABLET PATIENT PACK



HYPOLAR* RETARD 20
Nifedipine modified
release tablets
56 Tablets
20mg



Abridged prescribing information for
HYPOLAR RETARD 20 (nifedipine)

Presentation: pale red film coated tablets containing nifedipine 20mg in a modified release presentation, marked Lagap on one side and NIF 20 on the other

Indications: for the treatment of all grades of hypertension and the prophylaxis of angina pectoris.

Dosage: for oral administration: one tablet (20mg) every 12 hours to a maximum of 2 tablets twice daily swallowed whole with a glass of water. Not recommended for children.

Contraindications: not to be given to pregnant women or nursing mothers, patients in cardiogenic shock or with aortic stenosis, patients with a history of hypersensitivity to nifedipine.

Precautions: care should be taken with patients who have hepatic impairment or who have poor cardiac reserve. Diabetic patients should be carefully monitored. Combination with other anti-hypertensive therapy may cause increased hypotensive effect. Interactions with cimetidine, quinidine, digoxin,

theophylline, phenytoin and tubocurarine have been reported.

Side effects: dizziness, flushing, headaches, hypotension, tachycardia, palpitations and ankle oedema may occur. Less common side effects are gastrointestinal disturbances, increased micturition, rash, pruritus, urticaria, lethargy, paraesthesiae, myalgia, tremor, visual disturbance, gingival hyperplasia, and gynaecomastia. Rare cases of hypersensitivity-type jaundice and intra-hepatic cholestasis have occurred.

Legal category: POM

Cost: £10.60 for a pack of 56 tablets

Product Licence Number: 4416/0245

Licence Holder: Lagap Pharmaceuticals Ltd, Bordon, Hampshire

Date of Preparation: July 1995

Full prescribing information available on request.



lagap
Sustained Success

Further information is available on request from
Lagap Pharmaceuticals Limited, Bordon, Hants GU35 9QE

We're on our way to Wembley and Chemex...

This year's Chemex is expected to break all attendance records with over 6,000 visitors expected to visit the 165 exhibitors at Wembley on **September 3-4**.

Features include the new German Pavilion and an International Pavilion which has doubled in size since last year

Exhibition organiser Maurice Hoare says: "Chemex, the ultimate experience for retail pharmacists. By far the most important event in the retail pharmacists' calendar, Chemex this year is a Pandora's box of good ideas, new products and superb business opportunities.

"The exhibition will once again have on display all the key manufacturers and suppliers to the trade.

"As last year, the exhibition has been divided and offers an entire hall devoted to OTCs, generic medicines, vitamins and general healthcare products. Cosmetics, fragrances, toiletries, accessories, skincare and photographic items have their own venue in Beauty 95, the only exhibition in the UK to promote retail beauty products.

Make a point of visiting the International Pavilion at Beauty 95 where, for the first time, UK pharmacists will be able to see some of the many products already avail-

able overseas and coming to this country for the first time.

The NPA will be represented in force, with 15 of their accredited suppliers on hand to discuss your



needs. Also in the Healthcare Hall, you will find a special area devoted to German pharmacy products, which will be well worth a visit.

"For pharmacists who want to be ahead of their business, a visit to Chemex is a must.

"We look forward to seeing you there."

Show hours

Sunday September 3, 10.00 - 19.00 hours

Monday September 4, 10.00 - 17.00 hours

Admission

Admission to Chemex '95 is restricted to professional and trade buyers only. Visitors are admitted FREE on registration and will receive the exhibition catalogue.

Children's play area

There is a fully supervised play area for children of all ages.

Organiser's office

The organiser's office is located off the main entrance in Hall 1.

Press office

The press office is located in Hall 2 - Stand No F33

Pushchairs and prams

To conform with regulations laid down by the local authority, no prams or pushchairs of any description can be admitted into the hall. Stewards will advise where they can be placed.

Organisers

Miller Freeman Exhibitions Ltd.
0181-302 8585. Fax: 0181-302 7205

Agfa film to sample

Agfa's latest range of high definition films will be available to sample on stand D20.

Details of the new buy-two-get-one-free promotion, which is designed to encourage customers to regularly buy multi packs of film, will also be available from stand staff.

To support the promotion Agfa is supplying its stockists with a range of point of sale and merchandising material including: A2 and column posters,



counter cards and dummy display boxes.

Information regarding the company's range of minilab equipment will also be available, including details about the Agfa minilab partner scheme.

Photo-Me delivers new booth

Photo-Me is showing its PhotoVision photobooth for the first time.

The booth delivers no-flash identity photographs in a choice of formats, ranging from the conventional passport-approved set-off-four to a full size portrait or sixteen miniprints. A special fea-

ture is its ability to allow customers to preview their image and to re-pose if they wish.

The microlab will develop and print ten rolls of 35mm film every hour. A full retailer marketing support package for the microlab includes window and store displays.

Teatime at the show

Drop in for a cuppa at stand IP13, where Golden Temple Products will be serving up a series of special teas which are said to help with all manner of ills.

The company's teas, which include varieties that claim to treat sleeplessness, stomach-ache and sore throats, are blends of herbs, spices and flowers.

Two different kinds of brew are on offer - Yogi tea, which comprises four oriental spice varieties - and the Ancient Herbal Formula consisting of eleven different mild herbal and spice varieties.

All teas are organic, caffeine-free and contain EU-recognised food-safe ingredients.

Gift packaging

On stand C24 Lornamead will be displaying its Similar Parfum collection.

Four women's and three men's gift sets are on show.

Partners

'Winning Partnership' will be theme of ColourCare on stand D17 at this year's show.

Special product offers and promotions - exclusive to Chemex '95 - will be available to existing and new customers visiting the stand.

For prescribing information, see data sheet. **REGAINE TOPICAL SOLUTION 2% Minoxidil.**

Presentation: Clear, colourless to light yellow liquid for topical application, containing minoxidil 20 mg/ml. **Uses:** Treatment of alopecia androgenetica. Slowing of hair loss in patients with diagnosed male pattern baldness.

Dosage and Administration:

Apply 1 ml Regaine Topical Solution twice daily to the centre of the affected area of the scalp. The total daily dose should not exceed 2 ml. The method of application varies according to the disposable applicator used. In all cases the hair and scalp should be thoroughly dry, and the solution allowed to dry without the use of a hair drier. Twice daily application for 4 months or more may be required before evidence of hair growth stimulation can be expected. Onset and degree may be variable. Relapse to pre-treatment appearance following discontinuation of medication has been anecdotally reported to occur within 3-4 months. Patients should discontinue treatment if there is no improvement after one year.

Contra-indications, Warnings etc.

Contra-indications: Hypersensitivity to any of the components of the preparation. **Warnings:** Regaine is for external use only. Use only as directed. Do not apply to areas of the body other than the scalp. Use of Regaine results in slight absorption (an average of 1.4% of the applied topical dose) of minoxidil from the skin and the potential for systemic effects should be considered. The most frequently reported adverse effects have been minor dermatological reactions. **Precautions:** Patients with hypertension should be monitored closely when treated with Regaine. Regaine contains an alcoholic base which will cause burning and irritation to the eye. The safety and effectiveness of Regaine in patients under 18 or over 65 has not been established. As for other preparations, concomitant damage of the skin may lead to increased absorption of minoxidil. Regaine should not be used during pregnancy or lactation. Regaine should not be used in conjunction with other topical agents. **Legal**

Category: P **Package Quantities:** Bottles of 60 ml with one or more of the following disposable applicators: pump spray, extended tip, or rub-on assemblies. **Product Licence Number:** PL0032/0136. **Holder of Product Licence:** Upjohn Limited, Fleming Way, Crawley, West Sussex, RH10 2LZ. **Date of Preparation:** July 1995. **Pricing Information:** Trademark: Regaine.

Upjohn

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Regaine representatives will be visiting pharmacies throughout September. OTC stocks will be available from wholesalers later that month. For further information please contact Upjohn Limited

(Tel: 01293-531133) to ensure you take full advantage of this unique new profit opportunity.

Regaine. The first OTC medicine (Minoxidil) to check advancing baldness.

Bridling with ambition

David Coleman is a proprietor-pharmacist in Southampton. He does not ride horses yet he knows, without looking it up, how many horses and riders there are in the UK and just how much total sales through UK saddlery retailers are worth. Ailsa Colquhoun finds out why

David Coleman's Southampton and district based pharmacy group is growing; the four- (soon to be six-) branch group is poised to take on new internal and external identities and the boss feels he is in the business of creating a star.

However, things were not always like that. At the beginning of the 1990s, Mr Coleman felt the future of small community pharmacies was looking a bit grim. "We felt very much under pressure from the Government and the big multiples who were buying everything up at ridiculous prices. We felt ourselves being slowly squeezed out."

Things, he said, came to a head in 1992. "I was beginning to see the writing on the wall for pharmacy; we were finding it very difficult to stay cash rich - heavy dispensing was becoming quite a liability. Having put years of effort into the professional side of the business, I was beginning to feel quite resentful of the Government and its attitude; if you could build the business doing as much as we were doing you should be able to run it as a star performer - but it was very difficult."

Around the same time, David Coleman's brother, Robin, had problems of a different sort.

A saddle and harness maker since 1965, Robin Coleman started thinking about the difficulties presented by existing equestrian leather work products; the greatest being that they tend to be greasy, leave saddlery very sticky, dissolve leather dyes - leaving riders with black patches on their backsides - and rotting stitching. A problem, perhaps, caused by the fact that the standard book at the British

School of Leather technology was written in 1906.

So, says Mr Coleman, the two brothers set about developing a new generation of products that could solve these problems. "Robin was always coming to his brother - the chemist - to solve his problems and I just had this feeling that pharmacists know enough about creams and emollients to be able to find a much better solution." Experimenting - often in the back of the pharmacy - with technology much akin to that used in the cosmetic and pharmaceutical industries, the Coleman brothers now believe they have created a

I have a reputation for trying to find new things for pharmacists to do

world beating range; the Colecraft range comprises Premium Leather Food, concentrated Saddle Soap, Fungistat, premium Strap Cream and Scuff & Buff wax repair crayons.

Since launch, the equestrian business' turnover has doubled and now has 400 UK accounts and a distribution network. There is also a fair amount of interest overseas. But the most money is to be had in pharmacy, Mr Coleman maintains. The equestrian market is small - the total market through UK saddlery retailers (excluding feed and insurance) is £350m - "that's less than the toothpaste market. There are half a million horses in the country and a million riders....there's too many people chasing too little money."

The market is also fickle. "Luxury markets are much more volatile. Pharmacy is never very exciting; generally speaking, it does not go through the roof but it does not drop through the floor either."

One of the positive spin offs of the equestrian project is the lessons which have been learned and are now being applied to Mr Coleman's again burgeoning pharmacy business. "We found [equestrian] product marketing very difficult and got a marketing

consultant involved. He is now involved strongly in the development of my pharmaceutical aspirations, enabling me to develop far more in the way of financial and organisational controls, in order to grow a group."

Five years on from the depressing early 1990s, Mr Coleman feels optimistic about the new professional environment.

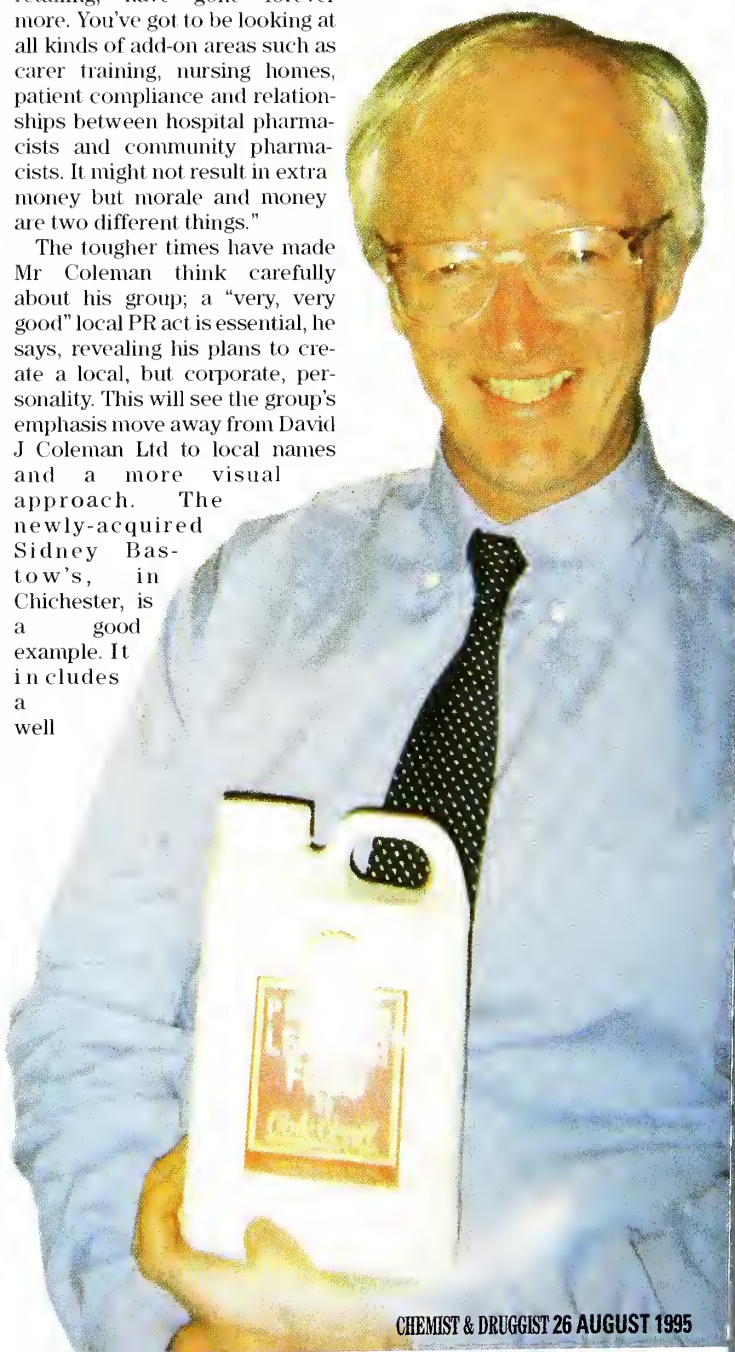
"There's opportunity now to negotiate local initiatives and I have a reputation for trying to find new things for pharmacists to do. Even though the days of opening a pharmacy where you're just dependent on a prescription sausage machine, or retailing, have gone forever more. You've got to be looking at all kinds of add-on areas such as carer training, nursing homes, patient compliance and relationships between hospital pharmacists and community pharmacists. It might not result in extra money but morale and money are two different things."

The tougher times have made Mr Coleman think carefully about his group; a "very, very good" local PR act is essential, he says, revealing his plans to create a local, but corporate, personality. This will see the group's emphasis move away from David J Coleman Ltd to local names and a more visual approach. The newly-acquired Sidney Bastow's, in Chichester, is a good example. It includes a well

respected specialist record shop - a business Mr Coleman reckons is also ripe for expansion.

Despite the equestrian and musical interests, the group's emphasis continues to be developing pharmaceutical care. "We're going to run an invalid aids business, work up our retailing act, including developing new product groups, and look more closely at segmenting our fixtures, according to each pharmacy's clientele."

"I want to create the sort of group that people want to join because we're moving forward. You just have to go out and sock it to them."





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Harvest time

English Grains is in the process of moving into a new factory at Swadlincote. This will enhance production capabilities and open up new opportunities for the company to reap rewards from its investment, marketing director Peter Hodgkiss tells Patrick Grice

Peter Hodgkiss is prepared to stick his neck out. "There is no other place in Europe that will reach our specification at the moment," he says of English Grains' spanking new factory and offices, built on a greenfield site at the edge of Swadlincote, Derbyshire.

He is desperately proud of the new facility. "We're in the area of the central England forest project. We've already planted 100 trees around the site."

With the road past the factory petering out in an opencast coal mine (soon to close) and the cooling towers of a power station dominating the horizon, the greenery will be welcome.

Some £12 million has been invested in building and equipping 30,000sq ft of office and laboratory space, and a factory floor of 110,000sq ft. With over eight miles of pipework, 130 miles of electrical cabling and its own electricity substation, it will be capable of churning out 36 million tablets a year when working at capacity.

At the end of July, the factory was virtually empty. Two packaging lines looked lost in a hall that will ultimately take ten, working two shifts. Only one or two produc-



Peter Hodgkiss: optimistic for the future

tion suites had equipment installed and that was still being validated by technicians.

However, by October, 290 staff will be in position, equipment

transferred from plants at Overseal, just down the road, and Tredgar in South Wales, and the old facilities closed down.

So why the decision to invest heavily at a time when the market is having flat to marginal growth at best? Since 1990, English Grains has

had consistently good results, says Mr Hodgkiss, on branded products and in own-label.

The business turned over \$17.5m last year (June-May) and should reach \$20m in 1995-96. The owner, Peter Black Holdings, sees personal care as the way forward. "We are looking for sound organic growth, acquisition within our areas of expertise and export



'We are looking for sound organic growth, acquisition within our areas of expertise and export opportunities'

From little Acorns...

As its name suggests, English Grains was originally formed to buy and sell grains to brewers. That was back in 1882. The company would repurchase the fermented residue and sell it on to farmers as animal feed.

The company bought another by-product – yeast, and when it was discovered that this was a rich source of vitamin B, English Grains began to process and sell it as a human food supplement under the name Yestamin.

It was the beginning of a move which saw the emergence of a range of branded supplements, and the establishment of a substantial contract manufacturing business.

The company remained in private hands until 1989, when it was bought by Peter Black Holdings for \$12.785 million.

Today, Peter Black Healthcare has four trading divisions. English Grains is the public face of the company, with well known brands such as Red Kooga, Calcia and Natracalm.

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logical analytical service to pharmaceutical and food industry customers.

Contract Pharmaceutical Services offers manufacturing facilities. Most of the business is in the supplements area – only one prescription generic is supplied.

The own-label business (production and packaging) is handled by Peter Black Healthcare. The company is the largest supplier of own-label vitamins and dietary supplements to the High Street multiples – a fact borne out by a visit to the warehouse.

It is these latter two divisions which make the largest contributions to the balance sheet.

... the largest supplier of own-label vitamins to High Street multiples

Sizing up the analgesics market

Louise Thornton, Self-Medication (UK) IMS, looks at the impact of GSL analgesics with small packs of ibuprofen now available to the grocery trade.

"In view of the recent P to GSL moves we have seen for ibuprofen, namely Galpharm's ibuprofen, Proflex (Zyma) and Nurofen (Crookes), it is worth taking a look at how the OTC analgesics, where stocked in grocery, perform compared with pharmacy.

"The overall OTC analgesic market, worth \$226 million, is clearly dominated by the pharmacy trade which takes the lion's share of the market, having three-quarters of the value and having grown by 6 per cent during the past year. The grocery sector, accounting for the remainder, has witnessed a marginally greater growth of 7 per cent on year.

"For the most part, the leading small GSL analgesic packs in supermarkets show sales exceeding those for the same packs in pharmacy. In fact, the top selling grocery 24 and 12 tablet packs generate double the sales of the same size packs in pharmacy. An exception to this appears to be soluble 24 tablets where grocery sales are only half those in pharmacy, reflecting the strength of Solpadeine.

"However, the leading OTC analgesic brand in grocery generates sales more than double those in pharmacy, and without exception every line stocked by grocery outlets has sales exceeding those in pharmacy. The leading packs in pharmacy are the larger volume packs: the 100s tablets and 60s soluble, as a result of supervised sales by the pharmacist. Only time will tell if the small ibuprofen packs in grocery will steal sales away from pharmacies."

Source: OTC Report IMS (MAT June 1995). Values at RSP.

Herbal remedies' street cred

Over a short period of time there has been a marked shift in the perception and usage of herbal remedies, says Peter Hodgkiss. Three or four years ago they were perceived as fringe medicine. Now, he claims, up to 75 per cent of people would be prepared to try a herbal remedy as a first-line treatment.

The consumer has to know about the remedy – that's where advertising and the advice of a well informed and helpful pharmacist comes in. Price is not a consideration, but the remedy has to do what it claims, and most licensed remedies will do that.

"Our strategy over the last four years has been different from other people's," maintains Mr Hodgkiss. "They tend to launch a range. Our strategy has been to launch brands. Brands have their own image and are supported by advertising. It's more high-risk, but the rewards are higher..."

Against a market showing only marginal growth, English Grains' branded products business grew by 16 per cent last year and 20 per cent the year before. Growth in 1995-96 is targeted at 17 per cent.

"Our main focus is on the development of licensed herbal remedies," says Mr Hodgkiss, "and we now cover most thera-

peutic niches." The company likes to search out a niche of a particular size, and launch a product into it, with the aim of becoming brand leader.

Recent product launches have been in the cough/cold area (*Counterpoints*, August 12), but there is nothing else major in the pipeline for this year.

The company reaches 3,500-4,000 pharmacies through its field force and a further 3,000 as the result of its telesales operation. "Herbal remedies is an area tailor-made for pharmacies. When people have seen a product advertised, but are not sure, who better to ask than their pharmacist?" asks Mr Hodgkiss.



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Defensive Fisons says RPR price is not right

Fisons' move to reposition itself as a marketing-led drugs company is an unrealistic strategy says Rhone Poulenc Rorer, following the launch of its \$1.7 billion hostile bid for the company.

The bid, which took the pharmaceutical market by surprise last Friday, pushed the price of Fisons' shares up 71p to 264.5p, fuelled by expectations that RPR or a white knight would pay more than the 240p per share offer.

The bid is "not welcome" at Fisons as the price will not command the board's support, says chief executive Stuart Wallis.

Mr Wallis says the bid comes at an inauspicious time - before the group has the chance to complete its restructuring programme and demonstrate potential for future growth.

Fisons is in the process of stripping away peripheral assets to build a core business of developing and marketing late stage drugs. The research and development business was sold to Astra earlier this year and the instrument division is likely to be hived off to US-based Thermo Instruments, pending US anti-trust approval, next year.

In a letter to Fisons' shareholders, RPR president and chief executive officer Michael de Rosen said Fisons' strategy would not provide "sustainable growth or value to shareholders." He maintained that a merger with a larger company was the only option.

"RPR can exploit Fisons' existing assets in a way Fisons cannot independently. With a strong global marketing presence, the enlarged group will have a greater competitive mass in asthma/allergy medicine through a more comprehensive

RPR's sales in 1994 and how they would appear if combined with Fisons

		RPR 94 sales (\$m)		RPR + Fisons 94 sales
US	30%	1,250	31%	1,530
France	32%	1,340	28%	1,390
Other Europe	25%	1,040	25%	1,240
Other	13%	540	15%	730
Total	100%	4,180	100%	4,890

Source: Datamonitor



Fisons chief executive Stuart Wallis: no welcome for RPR

range of products, supported by RPR's pipeline of drugs in development, and through its research capability," he said.

RPR's product portfolio is more diverse than Fisons, such as therapeutic areas such as anti-infectives, cardiovascular, oncology and CNS. However, it has only one blockbuster product, the cancer drug Taxotere, and a strong reliance on France - its home market - and the US for sales.

It plans to build on Fisons' strengths in anti-asthma and drug delivery technology to build the combined group into the

world's fourth largest asthma/allergy company.

Asthma is the fifth biggest therapeutics area with global sales of \$7bn. The UK asthma market is the largest in Western Europe and is valued at around \$100 million. Asthma therapies rank third in the prescription market, with \$381m worth of scripts dispensed last year.

Fisons has 8 per cent share of the Western European market through its cromoglycate Intal - although sales of this drug are slowing, because of generic competition for its nebulised form.

The company has a joint European venture with RPR to develop and market RPR's respiratory drugs Azmacort and Nas-racort which are yet to be launched in Europe.

RPR plans to take advantage of Fisons' dry powder inhaler technology for its current products and those in the pipeline. It believes Fisons has "limited opportunities" to exploit its DPI technology on its own.

If RPR is successful in the bid, it will benefit from Fisons' marketing expertise in similar markets to its own, but it will gain little market share, according to a Datamonitor report (see table).

Pharmacia and Upjohn form £13bn group

US company Upjohn and Pharmacia of Sweden will create one of the world's top ten drugs companies in a 50:50 merger.

The company will be ranked number nine in the world and will have a market capitalisation of \$13bn and sales of nearly \$7 billion.

Cost savings of over \$500m are expected to be made before the end of next year, with 1,000 jobs to be cut from a combined workforce of 34,500.

The cost of restructuring the group will be \$500m and will be taken over five years, with around \$200m taken in 1995.

Since the merger will be a pooling of interests rather than an acquisition there will be no costs associated with financing, or the amortisation of goodwill. On a combined basis for the year ending December, Pharmacia & Upjohn would have had an operating income of \$1.2bn and net income of \$835m.

President and CEO of Pharmacia, Jan Ekberg says: "The new company will be positioned to attain its goals of revenue growth above the industry average and operating margins of 25 per cent by 1998."

Pharmacia's two biggest shareholders Volvo (27.5 per cent) and the Swedish state (14.1 per cent) have both approved the deal.

The company will have sales exceeding \$500m in six therapeutic areas: oncology, metabolic diseases/growth hormones, critical care, CNS, infectious diseases and female reproductive health. Additional revenues of \$500m will be generated by therapeutic areas of nutrition and ophthalmology.

A research and development budget of \$1bn a year will fund 28 new pipeline products in the next three years. Additionally, the company has 24 products in early phase clinical testing, including agents in oncology, CNS, infectious disease, asthma, urinary incontinence and vascular disease.

Both parties have markets to gain from the merger. Pharmacia is much stronger in Europe, but has a small presence in the US. The opposite is true for Upjohn.

In the US, the new company will launch a broad range of Pharmacia's products, including anti-thrombosis drug Fragmin, glaucoma treatment Latanoprost, and Pharmacia's top selling product, the growth hormone drug Genotropin.

Rumoured sell-off

Shares in L'Oreal's pharmaceutical arm, Synthelabo, shot up last week following speculation on the Bourse that the French toiletries giant might well sell the unit. Shares went up by FF12.10 to FF297.90.

L'Oreal has made no comment on the rumour.

● Ilenkel, the German toiletries group, has acquired a 77 per cent stake in hair care company, Hans Schwarzkopf GmbH (previously held by Hoechst).

ADVANCE INFORMATION

The United Kingdom Clinical Pharmacy Association is holding a study day on 'Selling and providing a pharmaceutical service to surgery' on September 11 at the Hensol Conference Centre, Pontyclun, Nr Cardiff, and one on 'An introduction to clinical pharmacy' on September 29-October 1, at York University. Details from Pat Kennedy on 0116 277 6999.

Southampton University Hospitals NHS Trust's South

& West Pharmacy Drug Information Centre is holding its 21st National Drug Information Conference on 'Team work - working together' at the University of Sussex on September 13-15. Details from Jean Blake on 0181 869 3973.

The 3rd European Congress of Pharmaceutical Sciences is being held at the University of Edinburgh, Scotland, on September 15-17. Details 0178 446 4106.

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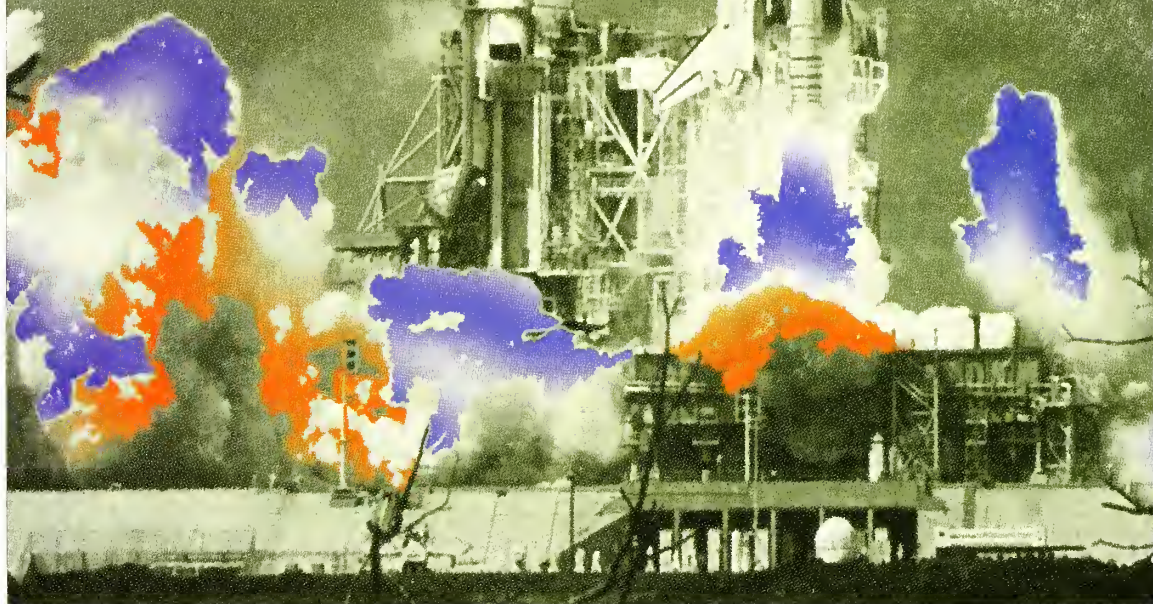
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TRADE LESS 30%+VAT - Diocetyl caps 200mg (exp 10/95), Rifampicin caps 300mg (exp 11/95), Penbritin caps 500mg (exp 12/95). Tel: 01460

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TRADE LESS 15%+VAT+POSTAGE - 11 Eporex 3000iu prefilled syringes, 6 Eporex 4000iu vials, trade less 25%+vat+postage - 5 Pennix 20/80 preloaded pens. Tel: 0181-428 4373.

TRADE LESS 50%+VAT+POSTAGE - Recormon 1000x10 AMR, Targocid 400mgx12 inj. Tel: 0181-204 2412.

TRADE LESS 30%+VAT+POSTAGE - 2x100 Trasacor 20mg (exp 1/96), 1x100 Trasacor 80mg (exp 9/95), 2x100 Trasacor 160mg (exp 2/96), 2x100 Ismelin 25mg (exp 11/95), 1 Nizoral susp (exp 12/95), 68 Lopresoretic tabs (exp 9/95). Tel: 01205 310996.

TRADE LESS 50%+VAT+POSTAGE - 129 Lodine 200mg caps (exp 1/96), 300ml Burinex liquid (exp 2/97), 2x56 Monit tabs (exp 10/95), 1 Napratec op

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TRADE LESS 25%+VAT - 100 Colchicine 500mcg tabs (exp 11/95), 40 Azathioprine 25mg (exp 6/96), 71 Septin dispersible (exp 10/96), 14 Intrasite gel (exp 11/96). Tel: 0181-994 2447.

CICATRIN POWDER - 15g u3 each, 50g u8 each, Lopid PI's 300mg u18 per 100 plus postage. Tel: 01226 383225.

TRADE LESS 30% - 28 Casodex 50mg, 2x60 Ursosalk, 50 Nalorex 50mg, 3 Flixotide 250mcg inhaler, 10 Nozinan inj, 10 Piportal depot inj. Tel: 0151-420 7220.

TRADE LESS 50% - 100 Distamine 50mg tabs, 56 Nystan tabs (exp 9/95), 2x2g Fortrum infusion, 5 Hyoscine 400mcg/ml amps, 9 Myocrisin 10mg/0.5ml amps, 1 Vancocin 500mg inj (exp 12/95). Tel: 0181-874 1495.

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Plesmet syrup 100mlx2 (exp 9/95), Psoriderm scalp lotion 250mg (exp 11/95), Glucobay 50x180 exp 12/95). Tel: 01502 572603.

TRADE LESS 40% + VAT - 14 Napratec, 16 Madopar 125, 80 Madopar 250, 24 Bonefos caps, 54 Sinequan 25mg, 30 Orap 4mg, 70 Orap 10mg, 70 Loniten 2.5mg, 30 Probanthine 15mg Tel: 01708 743341

TRADE LESS 50% - X0 Roferon A 3M units (exp 2/96) Tel 01903 872197.

TRADE LESS 25% + VAT - Sandimmun caps 25mgx90, 50mgx120, 100mgx90, Duovent UDV's 49, Enuflex 189, Suprax tabs 50, Septtrin disp tabs 100, Instillagel 6mlx15, Naprosyn EC 375mgx112. Tel: 0151-645 3055.

TRADE LESS 40% + VAT + POSTAGE - Corgard 40mgx28, Corgard 80mgx126, Pepcid 40mgx112, Apisate tabs 79, Tenuate Dospan 30, Aryth-

mol 300mgx64, Britloflex 60, Dimotane LA 272. Tel: 01502 572603.

TRADE LESS 30% + VAT + POSTAGE - 58x2ml Nebcin vials 80mg/2ml (exp 4/97), 110 Nolvadex-D 20mg (exp 3/99), 2x5 Zorontin (exp 11/95). Tel: 0181-876 4603.

TRADE LESS 33.3% + VAT + POSTAGE - 5 Humulin 1 (exp 12/96), 1x84 Lederfen caps (exp 12/95), 2x100 Chloromycetin caps (exp 1/96), 1x100 Aldomet tabs 500mg (exp 12/95), 2x28 Lamisil tabs 250mg (exp 12/99). Tel: 01689 841251.

TRADE LESS 50% + POSTAGE - 3x30 tamoxifen 40mg (exp 9/95), 2x10 Parlodel 5mg tabs (exp 9/98) 110 Cele-nace 250mg (exp 7/95), 80 Didronel 200mg (exp 10/95), Questran A (exp 10/95). Tel: 01305 785236.

TRADE LESS 30% + VAT + POSTAGE - 28 Gyoplan caps 1mg (exp 96), 100 Fabahistin tabs (exp 97), 13 Cinobac 500mg (exp 96), 12x10 S241 45num, 6 Sherwood polyfield dressings medium Tel: 0116-287 2832.

TRADE LESS 40% + VAT - 90 Pyrogastone (exp 11/95), 24 Retrovir 250 (exp 2/96), 72 Pondocillin 500mg (exp 8/96), 86 Retrovir 100mg (exp

5/96) Tel: 0131-225 7770.

TRADE LESS 25% + VAT - 165 Galfer cap (exp 12/95), 3x28 Carace 10mg (exp 1/97), 4x100 Caprin E/C tabs (exp 2/97), 44 Burimex 5mg tabs (exp 10/98), 40 Furadantin 50mg tabs (exp 9/95) Tel: 0181-994 2447.

TRADE LESS 30% + VAT - 10x10ml Humulin M4 (exp 11/96), 4x3x1ml Deca-Durabolin 50mg/ml (exp 6/97). Tel: 01444 3433113.

TRADE LESS 30% + VAT + POSTAGE - Lopresoretic Paramax sachets, Duovent inhaler, Naprosyn 500mg suppos, Ultraproct suppos, Uniroid HC suppos, Bradilan tabs, Securon 80mg (all well dated). Tel: 01232 483196.

TRADE LESS 25% - Hollister bags 3318 4x30, Coloplast rings 2320 3x30 Tel: 01323 720712.

TRADE LESS 33.3% + VAT - 3x100 Fucidin tabs sealed, 2x30 Welland bags FSC 938, 3x30 Coloplast 8835 Tel: 0113 2648038.

TRADE LESS 30% + VAT - 1x120 Algtec Chewtabs (exp 1/97), 1x10 metronidazole inj 500mg/100ml mini-bags (exp 8/96), 4 x1 vial diluent Intron A 5 million IU inj (exp 11/96). Tel: 0181-670 6843.

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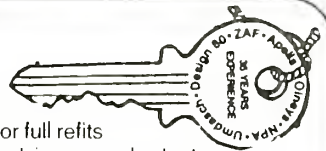
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ABOUT people

On track for the millenium

Robert Gartside's dream of seeing the Welsh Highland Railway restored may soon come true if it wins the Millennium Fund's \$5 million jackpot.

Mr Gartside, who is chairman of the Welsh executive of the Royal Pharmaceutical Society and a part-time locum with the Rowland pharmacy chain, is coordinating with the Millennium Fund team in his role as trackbed warden for the railway.

The team carried out its final

inspection last week and a decision is expected to be made by November.

The project is one of only three contenders in Wales - the Cardiff Bay Opera House and the new Cardiff rugby ground are the other two - and Mr Gartside believes it stands a good chance of winning. "The re-opening of the railway has been a dream for a lot of people for a long time," says Mr Gartside.

The railway, which runs along

a scenic 25-mile route between Caernarfon and Porth Madog, was closed down in 1938 because of a cashflow hiccup.

Mr Gartside is a member of the Ffddstiniog Railway, a sub-division of the Welsh Highland Society, and was elected warden two years ago. His duties have included liaisons with the National Trust and landowners. "I've always been interested in railways. There is a huge romance involved."



The National Eczema Society's pilot workshops on skin management proved a success with more than 90 community pharmacists from Stratford-on-Avon, Leeds and Reading attending. The NES is currently collating feed-back and intends to roll out a nation-wide training programme for pharmacists. The Reading workshop was attended by (l to r) David Hewitt, group product manager at workshop-sponsor Whitehall Laboratories; Barbara Stewart, NES; and Roger Odd, head of practice at the Royal Pharmaceutical Society



Shailesh Patel (centre) is the winner of this year's Lloyds pre-reg pharmacist of the year award and is pictured with Martin Hardy (left), managing director for the chemist division of Lloyds Chemists, and Melvyn Smith, professional relations manager at award-sponsor Reckitt & Colman.



Pharmacist proprietor Savita Bhandari (second left) and her two assistants Ismail E Ismail and Nicola Holford from Vitachem Chemist in Croydon will be sharing the first prize of £1,500 of Thomas Cook travel vouchers for their Scholl Footwear window display competition. They are pictured with the company's sales director Stephen Shearing (far left) and trade footwear marketing manager Jane Long (far right) outside the display

All smiles in Macclesfield

Macclesfield pharmacist Jamie Coe and his staff at Parks Pharmacy will be holding a smile extravaganza next Saturday to cheer up their local folk.

The pharmacy will be decorated with helium-filled balloons and posters to draw customers' attention to the event. Staff will also be dressing up in costumes,

organising a raffle to raise money for the East Cheshire Hospice, and encouraging customers to smile.

Visitors and their children can even have a smile painted on if they prefer. A face painting video is being played in-store and staff will be putting their artistic skills into practice.

APPOINTMENTS

C & D Update editor



Marianne Mac Donald has been promoted to C&D's Update editor.

One of the last to graduate from the now defunct Heriot-Watt School of Pharmacy in 1989, Marianne joined the C&D team as a trainee journalist in June 1993, following a spell as a pharmacy manager in East Lothian, Scotland.

Amersham International has appointed **Dr Rhiannon Rowsell** to the newly created post of clinical director, responsible for a development programme for radio-pharmaceutical products with imaging and therapeutic applications.

Richard Cardew has joined Herbalforce Natural Products as sales director.

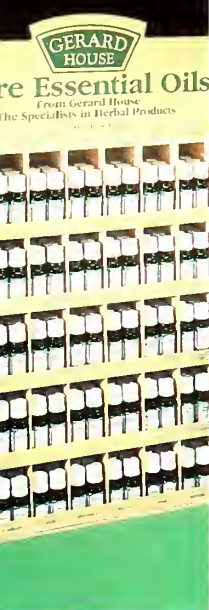
Robinson Healthcare has appointed **Nigel Wilcock** as senior product manager responsible for cotton wool, nursing pads and dietary supplements.

Rob Wiles has taken over from Sue Foley as vice president of Ever Ready UK and Ireland.

Alan Archer has joined Smithkline Beecham as director of communications programmes, Europe.

Professor **Peter Beverley** has been appointed as the first scientific head of the Edward Jenner Institute for Vaccine Research.

Zorbit Babycare has added **Heather Smith** to the team responsible for the design and styling of the company's products.



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Reference 1. Data on file. Warner Wellcome Consumer Healthcare.